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# Owner-Operators Focus on Success

**Guimond:**

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*mey with new technology*

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I became a trucker in 1980, driving tank trucks for a firm that transported milk. I started driving a semi-tractor in 1984 for Sport Jacques Auger Inc., a Lévis, Quebec company that specializes in carrying petroleum products and explosives.

I became an owner-operator and my truck is equipped with a 400-horsepower Allison transmission. He continues to work for Sport Jacques Auger Inc., delivering products for the firm in the Côte-Nord and Saguenay regions. These deliveries involve driving up to 500 km (300 miles) with a load of 20,000 lb.). To get a better return on it, he works in partnership with another professional driver with more experience. The two drivers rack up 100,000 miles a year with the truck.

John has been keeping track of his mileage with an on-board computer. This has allowed him to make some savings and to better control some operations.



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## Réjean Guimond:

Government  
Publications

*Saving money with new technology*

### Background

Réjean Guimond became a trucker in 1980, driving a 10-wheel truck for a firm that transported milk. In 1991 Réjean started driving a semi-tractor trailer for Transport Jacques Auger Inc., a Lévis, Quebec, firm that specializes in carrying petroleum products and explosives.

In 1996 Réjean became an owner-operator and acquired a tractor equipped with a 400-horsepower motor and a 13-speed transmission. He continues to work for Transport Jacques Auger Inc., delivering petroleum products for the firm in the Côte-Nord and Lac-Saint-Jean regions. These deliveries involve trips of more than 500 km (300 miles) with a load of 55,500 kg (122,000 lb.). To get a better return on his investment, he works in partnership with Clermont Ruel, a professional driver with more than 30 years' experience. The two drivers rack up 225,000 km (140,000 miles) a year with the truck.

Since 1996 Réjean has been keeping track of his truck's performance with an on-board computer. This technology has allowed him to make some useful comparisons and to better control some aspects of his operations.



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## Specifications

In June 1999 Réjean bought a new tractor with an electronically controlled 565-horsepower motor, an 18-speed transmission and a brake retarder. Its rear axle ratio is 4.54. The torque is 1,850 foot-pounds.

## New technologies

Réjean believes that the new technologies and a good work ethic have allowed him to improve his fuel efficiency. He also makes a point of keeping idling and revving to a minimum.

To show what he means by improved efficiency, he used data supplied by the on-board computer to demonstrate the difference in fuel efficiency between his old tractor and the one he bought in 1999.

The route he chose for his demonstration is the road between the Ultramar refinery in Saint-Romuald and the Baie-Sainte-Catherine dock, where the ferry crosses the Saguenay for Tadoussac. This road is known to be one of the most difficult in Quebec. The trip, which covers a distance of 240 km (150 miles), includes slopes of 7 to 12 percent. For the demonstration, Réjean used winter diesel-40 fuel and hauled petroleum products.

Since 1996  
Réjean Guimond  
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## Réjean's fuel efficiency

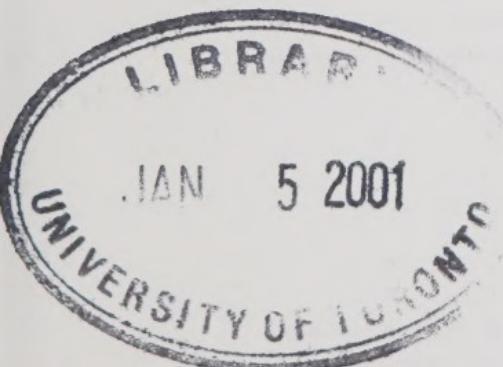
Year	Engine	Torque	Transmission	Rear axle	Gross vehicle weight	Fuel efficiency
1996	400 HP	1,450 foot-pounds	13	4.84	55,500 kg (122,354 lb.)	80 L/100 km (3.5 mpg)
1999	565 HP	1,850 foot-pounds	18	4.54	55,500 kg (122,354 lb.)	70 L/100 km (4.0 mpg)

*Source: Réjean Guimond*

With his new truck, Réjean says he can do the same trip while making 50 percent fewer gear changes. And with the new brake retarder, which puts out 600 horsepower at 1,550 to 1,900 rpm, he can go down hills in perfect safety without having to use the brakes.

In other words, on the same route and with the same total load, the new truck consumed 10 litres of fuel less per 100 kilometres than the 1996 truck.

According to Réjean, in the next decade the transport industry will be heading in an important new direction. Truckers like him, who want to keep their jobs, will have to use the right tools to save fuel, cope with competition and stay in the running.



## Learn more

For more information on energy-saving opportunities for fleets, please write to the following:

FleetSmart

Natural Resources Canada

Office of Energy Efficiency

580 Booth Street, 18th Floor

Ottawa ON K1A 0E4

You can also fax your request to (613) 952-8169 or e-mail [fleet.smart@nrcan.gc.ca](mailto:fleet.smart@nrcan.gc.ca).

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Office of Energy Efficiency  
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*Leading Canadians to Energy Efficiency  
at Home, at Work and on the Road*

The Office of Energy Efficiency of Natural Resources Canada is a dynamic organization with a mandate to renew, strengthen and expand Canada's commitment to energy efficiency in order to help address the challenges of climate change.



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